

Industrial Services



Ontario/Canada

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Division of Industry



M. L. Garland
Executive Director
Hearst Block
900 Bay Street
Toronto, Ontario, Canada
M7A 1S7

Various specific services are available to assist manufacturing companies and supporting service industries: maximizing the use of existing facilities; finding new business opportunities; searching out and applying new technology and processes; expanding in Ontario and establishing new production facilities.

Qualified industrial development officers welcome opportunities to describe the activities, services and programmes designed to assist the businessman planning new operations or undertaking modernization, expansion or product diversification programmes.

Industrial Locations

Telephone: (416) 965-5711

Industrial development throughout Ontario is promoted and supported by services to companies and individual investors. Those planning new manufacturing establishments or expansions to existing facilities are assisted in their feasibility studies by the provision of information on:

- Industrial sites and municipal data
- Market studies
- Financing and methods of incorporation
- Income and realty taxes
- Federal and Provincial programmes and regulations
- Availability and cost of utilities, services and transportation
- Labour availability and labour rates
- Selective personnel recruitment
- Pollution control regulations
- Sourcing of raw materials
- Customs duties
- Building availability and costs
- Other data required by an industry when choosing the location best suited for its operation

Services to Municipalities

Qualified industrial municipal development consultants help municipal councils and industrial commissions in their industrial development objectives and efforts. Consultations, visitations and seminars are arranged to provide guidance on organization, development of industrial areas, preparation of industrial and community data and promotional techniques.

Municipal officials wishing to establish or improve their industrial development programmes are invited to make use of these services.

Manufacturing Arrangements

Telephone: (416) 965-5491

Qualified consultants work with established industry to find new business opportunities in order to fully utilize production facilities and to maintain or increase the employment of people. This service is provided by programmes which locate new products, processes and sub-contract work and introduce them to Ontario manufacturers.

Manufacturing Opportunities Bulletin

A bulletin is distributed monthly to some 5,000 registered Ontario manufacturing companies. Companies from all parts of the world who wish to have their products made and sold by Ontario companies or who seek contract suppliers of materials and components, are invited to list their requirements in the bulletin. Ontario companies use the bulletin as an effective means of identifying such manufacturing opportunities and for publicizing excess production capacity they have available.

The bulletin is comprised of five sections as follows:

- Joint Venture
- Licensing Arrangements (Products and Processes)
- Inventions
- Production Facilities Available
- Contracts Available

Joint Ventures: Domestic and foreign companies wishing to establish production and sales facilities in Canada on a Joint Venture basis may list their interests in this section of the bulletin at no charge. By regular examination of the bulletin, Ontario manufacturers, interested in pooling their resources of capital, labour, technical know-how, production facilities and marketing experience, will find opportunities for investment and product diversification.

Licensing Arrangements: In the Products and Processes section of the bulletin, companies may list items available for production on a licensing basis. By reference to the bulletin, Ontario manufacturers will find new profit opportunities through the addition of new product lines.

Inventions: By listing descriptions of their patented items or caveat protected ideas, inventors are introduced to suitable Ontario manufacturers.

Production Facilities Available: Ontario manufacturers with excess production capacity may list specific details of their equipment and capabilities for the attention of companies in need of additional production sources.

Contracts Available: Companies seeking sources of custom materials or components from Ontario manufacturers are invited to publish their requirements. This section of the bulletin receives the constant attention of reliable suppliers.

Product Prospecting Missions

Missions are conducted to selected industrial expositions in the highly developed centres of the world. Manufacturers seeking product diversification through licensing and joint venture arrangements are invited to inquire into the details of this effective programme.

Manufacturing Opportunity Days

For the convenience of manufacturers, this programme is conducted at various municipalities throughout the Province to introduce new business opportunities to Ontario industry. Appointments are prearranged for company representatives to consult directly with industrial development officers and review some 1,000 new product files. The current schedule of Manufacturing Opportunity Days is available on request.

Technology Services

Telephone: (416) 965-7196

A specialized staff of engineering-manufacturing consultants is available to assist companies in their efforts to acquire and apply new technologies on an industry sector basis. Companies planning modernization programmes or experiencing production problems can arrange for in-plant consultations or participation in the following programmes.

Technology Seminars

Product Development Clinics: These are scheduled in various communities throughout the Province. Local industrialists are provided with an opportunity to take part in group sessions and private interviews with selected consultants to cover such subjects as product design and diversification, new materials, industrial engineering, production methods and marketing.

Low Cost Automation Seminars: The seminars are held in conjunction with selected educational institutions to assist companies to improve productivity through automation at relatively low cost.

Industry Sector Seminars: Consultants organize specialized seminars to provide forums where industrialists and trade associations may meet with representatives from universities and government agencies to discuss new technological developments and their applications.

Industrial Technology Missions

Ontario industrialists wishing to study and evaluate the latest in products, production and processing technologies in other countries, many apply for participation in these missions. The programme is organized for several industry sectors each year and includes visits to expositions and conferences with tours of selected industrial plants.

Service Industries

Telephone: (416) 965-5711

The rapid expansion and diversification of the Ontario economy has stimulated a need for a wide range of services; particularly those sophisticated services required by business management and manufacturing operations.

Companies or individual investors wishing to investigate opportunities are invited to discuss their proposals with qualified consultants.

Financial Assistance

Through the Ontario Development Corporation, the Northern Ontario Development Corporation and the Eastern Ontario Development Corporation, the Government of Ontario provides financial and advisory services to businesses in the fields of manufacturing or services closely allied to manufacturing. Loans are tailored to meet a variety of business development requirements in locations and situations where financing is often not available from conventional lending institutions. Examples of the various types of term loans are:

- loans to small Canadian-owned businesses
- venture capital for Canadians
- industrial mortgages and leasebacks
- pollution control equipment loans

To encourage industrial development in selected areas of the province, special incentive loans may be considered for ventures that conform to Ontario's industrial develop-

ment policies and will contribute substantially to the economic development of the area.

Ontario Development Corporation:

Mowat Block, Queen's Park,
900 Bay Street,
Toronto, Ontario M7A 1T5
Telephone: (416) 965-4622

195 Dufferin Avenue,
Suite 607,
London, Ontario N6A 1K7
Telephone: (519) 433-0892

73 Mississauga Street East,
P.O. Box 746,
Orillia, Ontario
Telephone: (705) 325-5553

Eastern Ontario Development Corporation:

1 Nicholas Street,
Suite 1100,
Ottawa, Ontario K1N 7B7
Telephone: (613) 237-6299

Northern Ontario Development Corporation:

767 Barrydowne Road,
Sudbury, Ontario
Telephone: (705) 560-1422

134 South May Street,
Thunder Bay 'F', Ontario
Telephone: (807) 623-2705

Patricia Block,
261 Third Avenue,
Timmings, Ontario
Telephone: (705) 264-1323

Research Services

Telephone: (416) 965-7290

Research services for Ontario businessmen include the compilation of marketing information for persons interested in establishing or expanding operations in Ontario. Continuing research is carried out on product diversification

possibilities and selected in-depth studies of specific Ontario industries are developed. Reports are available on the Automotive, Pulp and Paper and Furniture Industries.

Up-to-date data of a general and specific nature are provided from a wide range of statistical sources on request.

Industry Information Centre

Telephone: (416) 965-3365

Articles, books and periodicals are collected on subjects ranging from new technologies to international trade. The centre is available for business research and specific information may be obtained by personal visits or by telephone or mail inquiries.

The Centre also maintains a Directory of Ontario Associations (1972) and a Directory of Canadian Trade Directories for use by the general public.

Ontario Research Foundation

Telephone: (416) 822-4111

With grants from the Ontario Government and with funds from its contract work, the Ontario Research Foundation undertakes research projects for both large and small industries and for government. All work is confidential. Research and development services are provided in nine fields of science.

Ontario Field Offices

To assist Ontario businessmen and municipal officials throughout the Province, the Ministry maintains regional and district offices. Qualified staff consultants are prepared to discuss business and community needs and the application of the various services outlined in this brochure.

Direct correspondence to:
The Ministry of Industry and Tourism
at the addresses listed below:

ARNPRIOR

146 John Street, North
Box 308
Arnprior, Ontario
Telephone: (613) 623-3153

BROCKVILLE

Brockville City Hall
2nd floor, Victoria Bldg.
King Street, East
Brockville, Ontario
Telephone: (613) 342-5522

HUNTSVILLE

15 Main Street, East
Box 1410
Huntsville, Ontario
Telephone: (705) 789-4448

KENORA

808 Robertson Street
Box 450
Kenora, Ontario
*Telephone: (807) 468-7622
-7933*

KITCHENER

305 King Street, West
Kitchener, Ontario
Telephone: (519) 742-8301

LONDON

Suite 607, 6th floor
195 Dufferin Street
London, Ontario N6A 1K7
Telephone: (519) 433-8105

NORTH BAY

366 McIntyre Street, West
Box 885
North Bay, Ontario
Telephone: (705) 472-9660

ORILLIA

2nd floor, Sterling Trust Bldg.
73 Mississaga Street, East
Box 488
Orillia, Ontario
Telephone: (705) 325-1363

OTTAWA

Suite 1100, 11th floor
1 Nicholas Street
Ottawa, Ontario K1N 7B7
Telephone: (613) 237-6280

OWEN SOUND

901 Third Avenue, East
Box 485
Owen Sound, Ontario
Telephone: (519) 376-3875

PETERBOROUGH

139 George Street, North
Box 386
Peterborough, Ontario
Telephone: (705) 742-3459

ST. CATHARINES

Room 208
195 King Street
St. Catharines, Ontario
Telephone: (416) 682-8373

SAULT STE. MARIE

120 Huron Street
Box 1196
Sault Ste. Marie, Ontario
Telephone: (705) 253-1103

SUDBURY

767 Barrydowne Road
Sudbury, Ontario
Telephone: (705) 560-1330

THUNDER BAY

3rd floor, Twin City Gas Bldg.
135 N. Syndicate Avenue
Thunder Bay "F", Ontario
Telephone: (807) 623-9501

TIMMINS

261 Third Avenue
Timmins, Ontario
Telephone: (705) 264-5393

TORONTO

6th floor, Hearst Block
900 Bay Street
Toronto, Ontario
Telephone: (416) 965-5723

For information concerning the Field Offices contact:

Ontario Field Offices
Ministry of Industry and Tourism
Hearst Block, 900 Bay Street
Toronto, Ontario M7A 1S9
Telephone: (416) 965-3405

International Field Offices

Business Development Counsellors representing Ontario are posted in major industrial regions of the world. Companies wishing to investigate manufacturing opportunities in Canada by direct investments, joint ventures or licensing arrangements are invited to consult the resident counsellors.

Direct correspondence to:
Government of Ontario, Canada
at the addresses listed below:

Americas Branch

ATLANTA

Suite 1834
230 Peachtree Street, N.W.
Atlanta, Ga. 30303
Telephone: (404) 577-1883

BOSTON

Suite 412
607 Boylston Street
Boston, Mass. 02116
Telephone: (617) 261-8859

CHICAGO

Suite 1306
233 N. Michigan Avenue
Chicago, Ill. 60601
Telephone: (312) 565-0858

CLEVELAND

Suite 726
Diamond Shamrock Bldg.
1100 Superior Avenue
Cleveland, Ohio 44114
Telephone: (216) 696-7350

LOS ANGELES

Suite 1001
606 So. Olive Street
Los Angeles, Calif. 90014
Telephone: (213) 627-3531

MEXICO CITY

Paseo de la Reforma 382 – 4° Piso
Mexico 6, D.F., Mexico
Telephone: 5-11-63-79 5-25-83-41

MINNEAPOLIS

Chamber of Commerce Building
Suite 1256
15 South 5th Street
Minneapolis, Minn. 55402
Telephone: (612) 339-1800

NEW YORK

Suite 1080
1251 Avenue of the Americas
New York, N.Y. 10020
Telephone: (212) 247-2744

SAO PAULO

Rua Augusta 1371
Sobreloja 18
Sao Paulo 01305, Brazil
Telephone: 228-4100

Overseas Branch

BRUSSELS

28 Rue de la Loi
1040 Brussels, Belgium
Telephone: 11-63-23
Cable Address: ONTARIBRUSS, BRUSSELS

FRANKFURT

Bockenheimer Landstr. 51/53
6000 Frankfurt/Main
Germany
Telephone: 72-80-44
Cable Address: ONTARIFRANK, FRANKFURT
Telex: 41-416176

LONDON

Ontario House
Charles II Street
London SW1Y 4QS
Telephone: 01-930-6404
Cable Address: ONTARILON, LONDON
Telex: 51-262517

MILAN

Via Senato 7
20121 Milan, Italy
Telephone: 781-162
Cable Address: ONTARIMIL, MILAN

STOCKHOLM

Strandvagen 7B
Stockholm, Sweden
Telephone: 61-19-00
Cable Address: ONTARIHOLM, STOCKHOLM

TOKYO

World Trade Centre Building
Room 1219, 4-1 Hamamatsu-cho
2-chome, Minato-ku
Tokyo, Japan
Telephone: 436-4355
Cable Address: ONTARITOK, TOKYO

VIENNA

Gigergasse 1

Vienna 1030, Austria

Telephone: 735-782

Cable Address: ONTARIVIEN, VIENNA

For information in Ontario, concerning the offices abroad,
contact:

International Field Offices

Ministry of Industry and Tourism

Hearst Block, 900 Bay Street

Toronto, Ontario M7A 1T1

Telephone: (416) 965-5715



Ministry of
Industry and
Tourism

Province of Ontario
Parliament Buildings
Toronto, Canada
M7A 1T3

Claude Bennett,
Minister
Fred J. Pillgrem,
Deputy Minister